

# Transportation & Logistics Career Pathway

MISSOURI ECONOMIC RESEARCH & INFORMATION CENTER  
MISSOURI DEPARTMENT OF HIGHER EDUCATION  
& WORKFORCE DEVELOPMENT  
JANUARY 2025

## What are Career Pathways?

Career Pathways are groups of occupations within a career field. Occupations within a pathway share common skills, knowledge, and interests. The pathways use industry-recognized credentials and are examples of how different levels of training or education can help provide opportunities for career advancement.

## Missouri Numbers:



**20,363 Employers**



**243,848 Workers**



**\$71,961 Average Wage**

## Why Have a Career in Transportation?

The Transportation and Logistics industry is the core of strategic supply chain management. Every person and every industry in the world is influenced by, and depends upon, transportation and logistics. Transportation and Logistics represents 9.9 percent of total private sector employment, employing over 243,800 workers across more than 20,300 businesses in 2023. The Transportation and Logistics industry has particularly high concentrations in *Wood Container & Pallet Manufacturing* and *Boiler, Tank, & Shipping Container Manufacturing*. Employment in this industry has been steadily growing, increasing by an average of 2 percent per year from 2018 to 2023. Transportation and Logistics wages averaged \$71,961 in 2023, higher than the state average of \$62,563 for private industries.

The Transportation and Logistics industry has many career pathways with opportunities for rewarding careers with good pay and advancement in Procurement & Sales, Transportation, and Warehousing & Distribution.

## Know the Basics

Transportation and Logistics careers often involve interactions with customers, so communication skills are important. Soft skills, such as interpersonal skills, professionalism, and dependability, are important in all industries and occupations. These jobs can revolve around shifts and critical driving times. Consequently, dependability, along with being flexible when the situation demands it, are valued characteristics.

## Skills needed for Success:

The Transportation and Logistics industry has industry-wide technical competencies that represent the knowledge and skills needed to be successful in this industry. Some of the skills needed for success include maintenance and repair knowledge, supply chain logistics, and the ability to adapt and consider new ways of doing things, as well as knowledge and compliance of government regulations.

## Who's Hiring in Missouri?

**United States Postal Service**  
**Penske Logistics**  
**FedEx**  
**United Parcel Service (UPS)**  
**First Student**



## Procurement & Sales

## Transportation

## Warehousing & Distribution

### Now

#### Short-Term On-the-Job Training

**Counter and Rental Clerks**  
Entry: \$28,780 Average: \$35,470

**Driver/Sales Workers**  
Entry: \$27,180 Average: \$42,050

**Customer Service Reps.**  
Entry: \$34,540 Average: \$43,280

**Certificates:** Commercial Driver's License (CDL), Business Administration Certificates

**Light Truck/Delivery Driver**  
Entry: \$34,170 Average: \$46,000

**Transportation Attendants,  
Except Flight Attendants**  
Entry: \$29,040 Average: \$33,830

**Certificates:** First Aid CPR AED

**Industrial Truck & Tractor Operators**  
Entry: \$37,710 Average: \$44,370

**Shipping & Receiving**  
Entry: \$34,060 Average: \$40,840

**Certificates:** Commercial Driver's License (CDL), Forklift Operator, Hazardous Materials

### Next

#### Certificate, Associate Degree, Apprenticeship, Moderate- to Long-Term On-the-Job Training

**Sales Reps, Wholesale &  
Manufacturing**  
Entry: \$45,820 Average: \$74,090

**Procurement Clerk**  
Entry: \$35,980 Average: \$45,110

**Degrees:** Business Administration and Management

**Transportation, Storage &  
Distribution Managers**  
Entry: \$64,980 Average: \$98,630

**Heavy Truck Drivers**  
Entry: \$43,620 Average: \$53,440

**Degrees:** Logistics, Materials, and Supply Chain Management  
**Certificates:** Commercial Driver's License (CDL), Forklift Operator

**Transportation, Storage &  
Distribution Managers**  
Entry: \$64,980 Average: \$98,630

**First Line Supervisor of Transp.  
& Material Moving Workers**  
Entry: \$47,070 Average: \$62,080

**Degrees:** Logistics, Materials, and Supply Chain Management  
**Certificates:** Forklift Operator, Accounting, QuickBooks

### Later

#### Bachelor's Degree or Advanced Degree

**Sales Managers**  
Entry: \$71,750 Average: \$130,680

**Purchasing Managers**  
Entry: \$102,180 Average: \$136,260

**Degrees:** Business Administration and Management  
**Certificates:** Logistics & Supply Chain Management

**Airline Pilots, Copilots, &  
Flight Engineers**  
Entry: \$105,060 Average: \$225,220

**Degrees:**  
Airline/Commercial/Professional Pilot and Flight Crew

**Logisticians**  
Entry: \$53,810 Average: \$77,000

**Degrees:** Business Administration and Management  
**Certificates:** Logistics & Supply Chain Management

#### Sources:

Lightcast™

Employment and Training Administration, Competency Model Clearinghouse

2023 Occupational Employment and Wage Statistics, U.S. Bureau of Labor Statistics

Quarterly Census of Employment and Wages, U.S. Bureau of Labor Statistics

Top employers data is based on 2024 online job ads



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